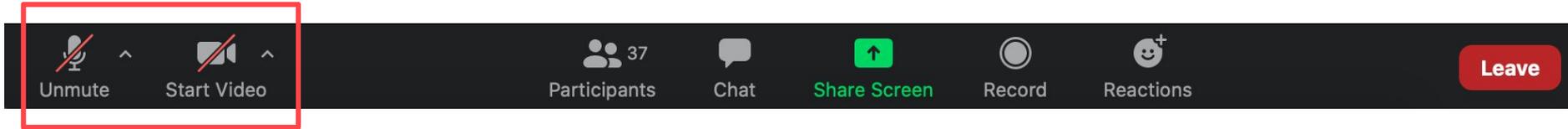


Mass Save Multifamily Programs

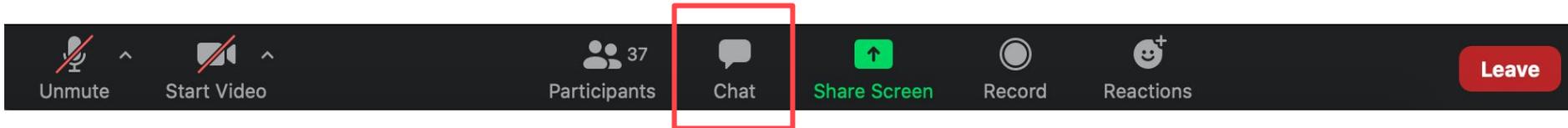


Meeting Recording

We are recording this presentation, but not the Q&A at the end. If you don't wish to be recorded, please turn off your video.



If you do not feel comfortable participating in the discussion, you can share comments or questions in the chat.



Agenda

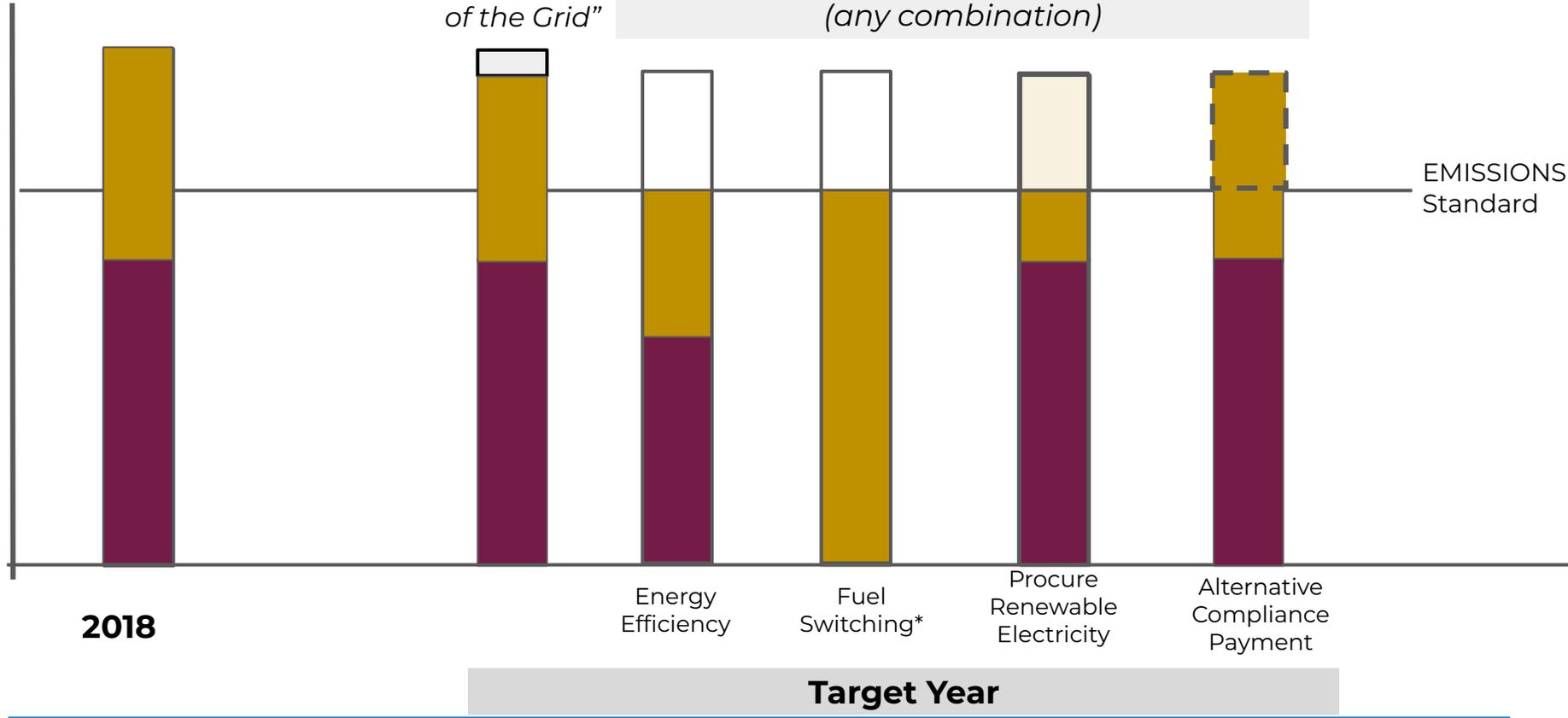


- **Overview of the programs**
- **Process**
- **Incentives**
- **New this year**
- **Q&A**

BERDO Compliance

"Greening of the Grid"

Options
(any combination)



EMISSIONS Standard

2018

Energy Efficiency

Fuel Switching*

Procure Renewable Electricity

Alternative Compliance Payment

Target Year

Electricity Natural Gas

* Fuel switching often best when combined with efficiency **For illustrative purposes only

The background of the slide is a dark blue wireframe illustration of a city skyline, viewed from an elevated perspective. The buildings are represented by white and light blue lines, creating a complex geometric pattern of rectangles and squares. A semi-transparent dark blue horizontal band runs across the middle of the image, serving as a backdrop for the text.

Mass Save Multifamily Program

Process to receive incentives



Multifamily (5+ units) Efficiency Process

1. No-cost assessment from an Energy Specialist

- Identify opportunities for insulation, air-sealing, thermostats, occupancy sensors, and HVAC and mechanical upgrades
- Sampling of assessments for individual units

2. Property Manager chooses scope of work

- chooses/assigned a contractor - lead vendor who serves as single point of contact
- 20+ unit properties must put the work out to bid

3. Incentives

- Incentives from MassSave are applied to project . For apartments, the building owner is eligible for in unit/tenant paid utility meter incentives/rebates
- could be prescriptive rebates or custom project based on savings potential and scope of work

Mixed Income Properties

Market Rate

- <50% of units are affordable
- Works with Mass Save

LEAN Multifamily Program

- At least 50% of units are affordable
- Works with LEAN

Condo Owners

- Condos are eligible for 100% weatherization coverage if all condo owners agree to participate
- Heat Pumps
 - Prescriptive incentives/rebates for individual condo owners
- Condo Associations
 - Common area weatherization, choice of in-unit measures by condo owners
- HEAT Loan (0% interest) applied for upgrades in individual units

Small Multifamily (1-4 units)

- Home Performance Contractor (HPC) or Independent Insulation Contractor (IIC) pathway
- Custom home energy report (HPC path)
- 100% incentive for insulation and air sealing: rented single family, rented units in ≥ 2 units
 - Landlord occupied units get 75% unless other units participating
- Up to \$2,750 for HVAC and water heating upgrades
- Eligible for heat loans - 0% financing

An aerial wireframe illustration of a cityscape, showing various building footprints and street layouts in a light blue color against a darker blue background. The perspective is from a high angle, looking down on the city.

MassSave Multifamily Case Studies

Typical Multifamily Project

Based on average of 2021 National Grid Projects



	Air Sealing	Insulation	Fixtures	DIMS*	Custom	Totals
Electric	\$2,927	\$13,724	\$35,437	\$11,163	\$86,136	\$149,386
Gas	\$13,055	\$28,832	-	\$67,774	\$48,880	\$158,541
Electric Savings (kWh)	89,264	264,319	272,893	163,957	1,735,421	2,525,855
Gas Savings (Therms)	48,154	35,071	-	88,596	183,563	355,383

*DIMS = Direct Install Measures (bulbs, aerators, thermostats, powerstrips, showerheads)



Typical Multifamily Project

Based on average of 2021 National Grid Projects

Incentive	100%	75%	80-90%	100%	35-50%	
	Air Sealing	Insulation	Fixtures	DIMS*	Custom (HVAC)	Totals
Electric	\$2,927	\$13,724	\$35,437	\$11,163	\$86,136	\$149,386
Gas	\$13,055	\$28,832	-	\$67,774	\$48,880	\$158,541
Electric Savings (kWh)	89,264	264,319	272,893	163,957	1,735,421	2,525,855
Gas Savings (Therms)	48,154	35,071	-	88,596	183,563	355,383

*DIMS = Direct Install Measures (bulbs, aerators, thermostats, powerstrips, showerheads)

Customer Incentive and Cost

Total Job Size: \$308,000

Total Incentive: ~ \$248,000

Customer Cost: \$60,000 or ~ 20% total project cost

(this assumes custom incentives cover 40% of project costs)

Eversource Case Study



Energy Efficiency Case Study

Brought to you by Eversource

Chancellor Gardens - Canton, MA

Two apartment buildings with a total of 80 units

- **Insulation, air sealing, lighting, programmable thermostats**
- **\$188,000 in incentives out of just under \$300,000 project cost**
- **About \$48,000 in annual oil and electric savings**

Tenants took notice! Apartments were less drafty and would heat and cool faster.

-



Upcoming Events

- **How to Report for BERDO through ENERGY STAR Portfolio Manager**
 - Mon., May 2 @ 4:00 pm
- **BERDO 2.0 101**
 - Tues., May 24 @ 4:00 pm
- **BERDO Office Hours**
 - Thu., April 28, 11:30 - 1:00.
 - Tues., May 3, 10:00 - 11:30
 - Wed., May 11, 3:30 - 5:00

Visit boston.gov/BERDO to register and to view past webinars.